



Version with markings to show changes made.

An apparatus for providing an automated system of record for at least one negotiation, comprising:

- [- - a network;
- -a contract authority for assigning a unique identifier to a negotiation;
- -a security function for validating terms;
- a dynamic contract manager for transforming rules into active templates;
- -a multivariate negotiations engine system including storage space and negotiations software, the multivariate negotiations engine system being connected to the network;
- -a destination terminal connected to the network, the destination terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations engine system;
- -an initiating terminal connected to the network, the initiating terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations engine system, during iterative processing the multivariate negotiations engine system recognizing the destination terminal and the initiating terminal as negotiators and designating one of them a deciding entity, such multivariate negotiations engine system further storing in the storage space the terms each terminal proposes, and sending terms to the indicated terminal until a set of terms is agreed upon by the deciding entity.]

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity;

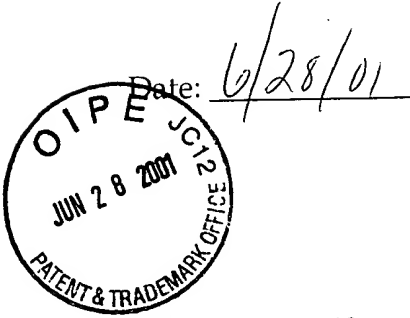
a contract authority for assigning a unique identifier to such a negotiation;

a security function for validating that the terms stored by the automated negotiations engine for such a negotiation identified by the unique identifier have

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appropriate access controls and privilege safeguards.



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Respectfully Submitted,

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